

## Message Text

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P 302202Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, CG

SUBJ: GECAMINES EXPANSION

REF: KINSHASA 8052

1. MEPD HELD MEETING WITH MCKEE/KAISER ENGINEERING GROUP ON SEPT 27 TO DISCUSS POINTS RAISED IN REFTTEL A AND TO DEVELOP A STRATEGY FOR A JOINT USG/US INDUSTRY APPROACH. W.F. RICHARDS, PRESIDENT OF MCKEE NORTH AMERICA, ATTENDED AS CHIEF SPOKESMAN FOR THE GROUP. WE LATER DISCUSSED REFTTEL AND COMPARED CONCLUSIONS OF THE MEETING WITH VIEWS OF A SENIOR REPRESENTATIVE OF PARSONS-JURDEN. (F9MI. IT HAS BEEN OUR EXPERIENCE THAT BECAUSE OF CONCERN FOR CONFIDENTIALITY, IT WOULD HAVE BEEN DIFFICULT TO GET A TRUE READING OF EACH GROUP'S INTEREST HAD WE HELD A JOINT MEETING.) BOTH PARTIES INDICATED THERE WOULD BE NO FURTHER INTEREST IN PARTICIPATING IN PROJECT UNLESS CURRENT CONDITIONS CHANGED. THEY WERE, HOWEVER, EXTREMELY LIMITED OFFICIAL USE

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IMPRESSED BY THE EMBASSY'S ACTION AND EXPRESSED DESIRE TO

ENCOURAGE AND SUPPORT FURTHER US GOVERNMENT INITIATIVES IN THIS CASE. THEY BASICALLY ARE IN AGREEMENT WITH ACTION SUGGESTED REFTEL.

2. COMPANIES SUGGESTED THAT IF AMBASSADOR WERE ABLE TO OBTAIN REASONABLE ASSURANCES THAT THEY WOULD RECEIVE A FAIR HEARING, THEY ARE WILLING TO PURSUE THE US PROJECT MANAGER APPROACH FURTHER. AS A FIRST STEP, THEY BELIEVE MOBUTU AND BISENGIMANA SHOULD BE APPROACHED FOR A READING IN PRINCIPLE ON: (A) A US PROJECT MANAGER PROPOSAL COVERING CONSTRUCTION MANAGEMENT, DETAILED ENGINEERING AND PROCUREMENT SUPERVISION; (B) WHETHER A PROPOSAL IF SUBMITTED WOULD BE GIVEN THOROUGH CONSIDERATION BY GECAMINES/GOZ WITHOUT DISCRIMINATION; AND (C) REAFFIRM THAT A COST PLUS FIXED FEE ARRANGEMENT IS CONSIDERED POSSIBLE.

3. SHOULD THIS READING PROVE POSITIVE BOTH PARSONS AND MCKEE/KAISER ARE WILLING TO PRESENT A PRELIMINARY PROPOSAL IN A FACE TO FACE MEETING WITH BISENGIMANA AND UMBA AT A DATE DEEMED APPROPRIATE. SINCE DEADLINES ON LONG LEAD-TIME MODULES IS TENTATIVELY SET FOR NOV 4, WE SUGGEST THIS MEETING COULD TAKE PLACE DURING THE WEEK OF OCT 21. (F.Y.I. COMPANIES EXPRESSED LITTLE INTEREST IN BIDDING ON MAJOR MODULES CONDITIONED ON PROJECT MANAGEMENT CONTRACT. THEY WOULD PREFER TO PERFORM AN EQUIPMENT PROCUREMENT SERVICE FOR FEE INSTEAD. HOWEVER, THIS COULD BE DISCUSSED FURTHER IN KINSHASA. END FYI)

4. THIS PLAN OF ACTION ALLOWS FOR TWO DECISION POINTS BEFORE COSTLY PROPOSAL MONIES MUST BE COMMITTED: FIRST ON EMBASSY'S PROBE WITH MOBUTU AND BISENGIMANA, AND SECONDLY DURING EXEXECUTIVES' PERSONAL CONFERENCE WITH BISENGIMANA AND UMBA. THE SPOKESMEN WOULD, OF COURSE, BE PREPARED TO PRESENT A PRELIMINARY PROPOSAL AT THE MEETING, BUT DETAILED WORK WOULD BE DEFERRED UNTIL FAILSAFE BENCHMARKS WERE MET. IT HAS BEEN OUR EXPERIENCE THAT THIS APPROACH IS MORE EFFECTIVE THAN RESPONDING WITH CONDITIONS TO RFP'S SINCE PERSONAL LIMITED OFFICIAL USE

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SALESMANSHIP AND TECHNICAL QUALIFICATIONS MANY TIMES PLAY A LARGER ROLE IN SELECTION THAN PRICE AND PROPOSAL PACKAGING. INGERSOLL

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